# Microsoft and VMWare Professional Services

Executive Summary

**Lead Agency:** Golden Gate Bridge Highway & Transportation District **RFP#:** 2023-D-006

**RFP Posting Date:** April 21st, 2023 **Preproposal Date**: May 9th, 2023

**Response Due Date:** July 26th, 2023 **Number of Responses:** 7

**Awarded to:** iShift **Procurement Agent:** Kimberley Barnard

**Project Description:**

The Golden Gate Bridge, Highway and Transportation District ("District") acting as lead agency for Axia Cooperative, sought proposals from qualified firms in response to this Request for Proposals ("RFP") for Microsoft and VMware Professional Services (the "Services"). Golden Gate Bridge Highway & Transportation District issued RFP #2023-D-006 April 21st, 2023, to establish a comprehensive national cooperative contract for Microsoft and VMWare on-call Professional Services.

Services requested include, but are not limited to the following:

- Strategize – Align business and IT objectives; quantify benefits, develop IT strategy
- Assess – Identify current and future states; enhance people, process, and platform readiness
- Design – Create the solution design, integration plans, and operating procedures
- Deploy – Implement, integrate, configure, test, and validate the overall solution design
- Optimize – Analyze and improve the existing environment and transfer best practice knowledge

List of areas for Microsoft and VMware include but are not limited to:

- Microsoft Security and Identity
- Microsoft Cloud Productivity
- Microsoft Enterprise Mobility Solutions
- Microsoft Business Analytics
- Microsoft Datacenter Services
- Microsoft Enterprise Strategy
- VMware ACCELERATE™ Advisory
- SOFTWARE-DEFINED DATA CENTER (SDDC) TECHNOLOGY
- End User Computing (EUC) Technology
- Operations Transformation
- VMware Business Critical Application (BCA) Virtualization

The solicitation included cooperative purchasing language in the Background Section:

> **Axia Cooperative Information -** The District, as the Lead Procurement Agency, as defined in Attachment J, has partnered with Axia Coop LLC ("Axia Cooperative") to make the contract resulting from this solicitation (also known as the "Master Agreement" in materials distributed by Axia Cooperative) available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through Axia Cooperative's cooperative purchasing program. In order to use the Master Agreement a Public Agency must be registered with Axia Cooperative as a Participating Public Agency in Axia Cooperative's cooperative purchasing program. Attachment J contains additional information on Axia Cooperative and the cooperative purchasing agreement.

Notice of the solicitation was publicly posted on the Golden Gate Bridge Highway and Transportation District's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The solicitation was also advertised in the following:

- Golden Gate Bridge Highway & Transportation District website
- Axia Cooperative website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- Daily Journal of Commerce, OR
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

Proposals were received from the following offerors prior to the response deadline:

- Cornerstone Technologies
- ePlus Technology, inc.
- iShift
- Softchoice Corporation
- World Wide Technology, LLC
- Zones, Inc.
- Anglepoint, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter negotiations with **iShift** and proceed to contract award upon successful completion of negotiations.

The Golden Gate Bridge Highway & Transportation District, Axia Cooperative, and **iShift** successfully negotiated a contract, which was executed with a contract effective date of February 1st, 2024.

Term:

> The term of the Contract shall commence upon award and shall remain in effect for a period of three (3) years, unless terminated, canceled, or extended as otherwise provided. The Golden Gate Bridge Highway & Transportation District shall have the right, at its sole option, to renew the Contract for two (2) additional one-year periods or portions thereof.

The contract includes a full range of Microsoft and VMWare Professional Services as outlined in the Scope of Services. Hourly pricing is detailed for the following roles:

- Cloud Architect
- Cloud Engineer
- Data Center Engineer
- Project Manager
- Senior Cloud Architect
- Senior Data Center Architect
- Program Manager
- Data Center Architect
- Security Engineer
- Data Engineer
- DevOps Engineer
- Business Analyst
- Network Engineer
- Application Developer

Detailed **iShift** pricing is located at https://www.axiacoop.org/contracts/

Axia Cooperative Landing Pages: https://www.axiacoop.org